

Market Name	Indoor/Outdoor /Both	Days Open?	Opening hours?
Bolton	Both	Four operational days	9.00am to 5.00pm
Bury	Both	Open Market 3, Market Hall 6, Fish and Meat Hall 5.5	Document Attached (Doc 1)
Cheshire West and Chester	Indoors only	Chester Market: 6 days- closed Sunday New market build: we will operate 6 days albeit Monday will be the preferred day to close	8-5 to the public – looking to change to 9-6

Fleetwood	Both	4 Days	9am to 4.30
Kirkby	Outdoor Market with a covered roof	Kirkby Market trades Monday - Saturday	9am – 4.30pm trading hours. The building is open to traders between 7am and 6pm
St Johns	Indoor	6 days Monday to Saturday	9.00 – 17.00 Monday to Friday 9.00 to 17.30 Saturday Trade last 3 Sundays in December

Warrington	Indoor only	Monday to Saturday	8.30am to 5pm
Southport	Our Market is indoor and I have outdoor markets on the high street 3 times a week	No we open 6 days a week Mon –Sat	9am -5pm

Total No. of Stalls?	Price of Indoor Stall	Price of Outdoor Stall	What are prices based upon?
160 internal stalls, 9 shops and 40 external pitches and 30 external trading cabins	Variable from £30 per day	Variable from £21 per day	Square footage, footage and location
374	All leasehold stalls with an average charge of £31.79 net rent per sq ft per annum	Daily Licence charges attached (Doc 2) . Leasehold average charge £29.77 net rent per sq ft per annum	Based on sq ft
50 permanent and 26 casual	£12 casual double £18	n/a	Average large unit 54.6m ² = £806 incl water sewerage, rent, service charge + VAT. Average small unit 10.85 m ² = £212.13. Average medium stall 21.7 m ² = £423 to £466 dependent on location in centre of market. Please note Chester City Council agreed to support 50% service charge therefore traders only pay 50% of this. The new market pricing structure will be based on sq ft and dependent on trading hard goods or F&B. F&B will also base on % turnover.

200	£3927.40 per annum	£18.50 summer £9 winter	Square ft
132 stalls	N/A	Non-food £25.00 per stall, per day, plus a 75p per stall marketing and promotion levy. Food £28.00 per stall, per day, plus a 75p per stall marketing and promotion levy	Prices are split between food and non-food as above. All stalls, regardless of location, have the same charge. Prices are benchmarked each year with other Markets to ensure competitiveness
105	£75. 00 for the first 6 months	N/A	By Sq Foot

54	Varies	n/a	Food £25 per sq. ft. per annum, plus service charge at £12.50 per sq. ft. per annum. Hot Food Takeaway Food £30 per sq. ft. per annum, plus service charge at £15 per sq. ft. per annum
We have 48 stalls	They start at £66.99 minus vat but are all different in size and price	£36	it is based on square footage and location

Do they do day rate pricing?	What is including in the price?	Are stallholders on a contract?	Termination periods for stallholders?
No	Internal is just the stall, utilities cost or metered and charged on usage	Tenancy at will, so monthly and lease which are variable	Tenancy at will, monthly notice, leases variable
Daily licence prices attached (Doc 2)	Daily Licence – Stall and Lighting, Leasehold – Stall only	Regulations attached (Doc 3)	Regulations attached (Doc 3)
Only for casual stallholders. All permanent stallholders are invoiced income	Everything as stated to the left with the exception of electricity which is billed quarterly.	new stallholders are contracted out licenses. The lease holders > 10yrs + have L&T rights. Due to the Northgate development we prohibit secure of tenure for obvious reasons	Permanent stallholders contracted out is 1 month`s surrender period for both parties. Lease holders with L&T 3 months surrender period. Casuals we will prohibit trading at any time. Regular casual traders are moved to different stalls each month to avoid secure of tenure

£18.88	Two elements Separated service charge (running costs) and rent profit	3 yearly lease or weekly casual inside daily licence outside	1 month notice tenants? 1 week notice inside casual / 1 day outside
Stall charges are shown per day and businesses can choose to trade either three days (Tue,Fri,Sat) or 6 days (Mon-Sat)	Non-food – Secure stall with shutter, 2x electric sockets, trade waste removal and Wi-Fi Food – Secure stall with shutter, 2x electric sockets, water, trade waste removal (inc cat 3 food waste) and Wi-Fi	New businesses sign a minimum three calendar month agreement and then enter a rolling weekly licence. Traders are billed annually for ease of billing and rental charges are collected by monthly direct debit	All stalls have same termination rights unless under initial contract term. Term on both sides for termination is 7 days
From £20.00 per day	All cost at the moment	We operate both full protected lease and tenancy at will	Lease at term and Tenancy at Will one week

No	Electricity, gas and water is included but NNDR is trader's responsibility	Weekly, Tenancies at Will	7 days, any end use
We do at the moment it is the price of the stall broken down by 6 days to give a daily rate	the stall and electric our water is part of the service charge	we have a lease from 6 months, 1 year and 3 years	We have an 18 month break clause in the 3 year lease the others can't break

Deposits?	How are the stalls maintained?	Do you look for specific type of stallholders?	How is revenue brought in from the market?
No	Externally Markets service, internally the trader	Yes	A trading account, needs to balance the books or return a profit
No but Daily Licence purchase shutters from outgoing trader	By the Council through a repairs and maintenance budget	No	£1.1 million profit = approximately 40% ROI
<p>1. Yes, we previously issued the trader with a letter to their bank to identify ability to pay; most banks do not provide this information therefore we require 2 months deposit. Following 3 months we will provide 1 month deposit return. We need to establish stability, ability and willingness to pay</p>	<p>The trader is responsible for the stall and the repair or change to fixtures and fittings</p>	<p>First and foremost you need to understand the demographic, your objective and customer demand. Markets have evolved; it is not about filling units with anything because you want to increase your occupancy level. You need the right balance. This is the secret ingredient.</p>	<p>1. Not as yet although F&B will be % of turnover in the new market</p>

Only on lease tenants pay 1 month deposit	Traders	Managers discretion	We make around £60,000 clear
No	Stall maintenance is "bought in" - we have no in-house maintenance	We accept applications from all businesses inc offices. Our Marketing and promotion is not targeted towards a specific type of business or any business that we feel is under or not represented	Revenue is generated from stall rental and use of promotional space by agencies. The Market does operate a list of fees and charges for items such as stall locks, shutter/awning hooks, parking permits etc, which generate a small income. Generally, these charges are for cost recovery rather than income generation
No	Internally by Trader externally by Market	Yes, we try to provide as wide a selection of skill services and products	Not at the moment

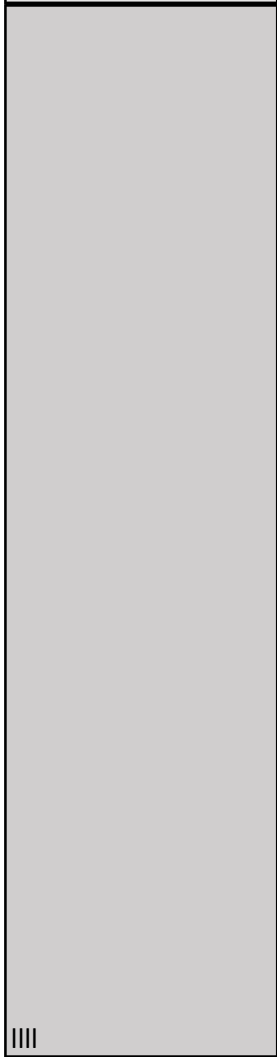
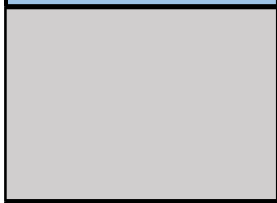
No	By Council's own Building Services Unit	Yes, we go out and specifically curate traders we want from out artisan markets or other operators' markets	No, currently running at a loss as we are in a temporary facility until March 2020 but this was budgeted for as part of the overall Time Square scheme which includes new council offices, a new 13 screen multiplex cinema with some new retail and restaurants
Yes we have a set deposit for each stall	By the Market	We like to have a variety of stalls yes % of food	depends on the % fill of the market

How are your stalls unique?	How is the market unique?	What are your schemes/ideas for income?	What is the stall occupancy growth?
Prodi mentally a food market	Prodi mentally a food market	Hire of gazebos, issuing of private market licenses	85% growth over 4 years
Nearly all shuttered	Size and product range of the market attract a coaches from far and wide	In the current climate, our main focus is retention of current income levels	Occupancy is currently 95% and we are working with the local college to fill the 5%
<p>You need serious business owners. Each interest we believe will bring the secret ingredient, are invited in to discuss at length. What will they bring to the market? How will they bring in footfall? Market themselves? It is the responsibility of the trader to bring in customers, not the authority. We advertise, set events and provide a vibrant trading environment</p>	<p>We have a street food hub (diverse eateries) with communal seating area, craft beer, wine bar, open mic entertainment – foodie Friday open until 8pm (soon to change 9pm) premises license. We have extended our opening to provide an early evening offer which gives families and friends the chance to meet, chill and enjoy the great food and drink</p> <p>The food hub has certainly increased footfall and changed the demographic – and we have niche stalls (products not on the high street), amongst services. We</p>	<p>Using our market charter rights, car boot sales, themed events and one-off markets held within six and two third miles of our location , we license them and command a fee on a charging scale. We also have record fair events, craft fairs and expanding into vintage; these are chargeable too</p>	<p>1. 96% occupancy on permanent units (albeit 100% by April, awaiting 2 traders to join us). Casual stalls fluctuate, predominantly 90% Friday/Saturday; 50% mid week</p>

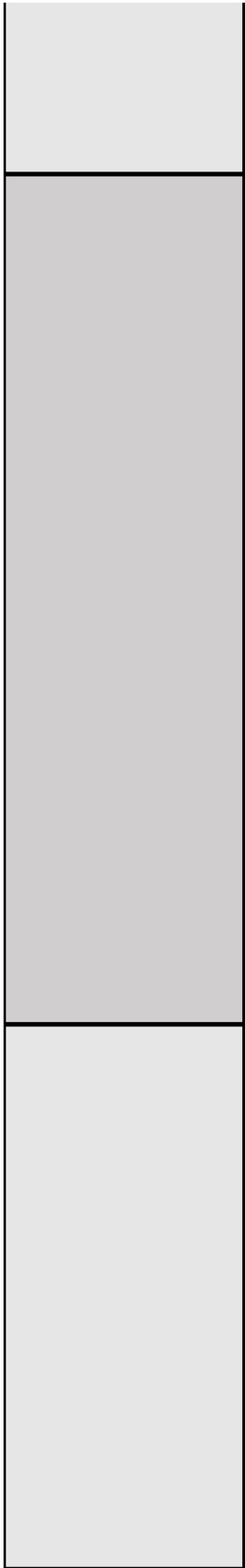
<p>We have back to basics managers discretion</p>	<p>Good market management</p>	<p>Variety is the key and direct marketing to coach companies</p>	<p>We are 91 % occupancy</p>
<p>Our Market offers Traders a secure unit to trade providing flexibility in trading days and terms. All stalls receive free Wi-Fi that supports development of the business and online trading</p>	<p>Our Market offers high quality facilities for shoppers and traders. Shoppers enjoy a clean and vibrant facility that offers a diverse range of businesses and products in a covered environment but with an outdoor feel. For businesses, we offer a trading environment that is set up to support business growth whilst offering a secure high quality retail unit in a town centre location</p>		
<p>All have own supply and are fully lockable, we also like the trader to imprint their identity on the stall making it different to the next</p>	<p>More day traders occupying space between the stalls. Using void / unusable space for larger projects such as the grotto and recently the CAB</p>	<p>We have a range of council and government services. DWP, One Stop Shop, Housing Options, CAB. We have run major art projects and have our own community gallery. We have the largest and oldest grotto at Christmas and other activities during the year</p>	<p>80% occupied at the moment</p>

<p>Different sizes and different shapes not all uniform</p>	<p>We have an eclectic mix of traders with a superb 7 hot food outlet food court with Thai, Chinese, American, Indian, Mexican, Polish / Italian and Traditional food choices. Aim to have only one of each line throughout the market. Must be doing something right as we have just been judged to be Britain's Best Small Indoor Market in NABMA's Great British Market Awards last week (date when info recieved 12/02/19)</p>		
<p>They are slat walled and ready to move in to, they come with a till unit and curtain for security</p>	<p>Our market is a very friendly place out traders all get on and this gives it a happy environment to be in this brings in our repeat customers, creates a community spirit.</p>		

Extra Details



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We are in a unusual position at the moment as we moved out of our dated 1970's market in Sept 2017 and are currently in a temporary market until our new permanent market is completed by Spring 2020. There traders will be offered leases of up to 10 years duration outside of the Landlord and Tenant Act but they will be able to assign their units. Service charge will more accurately reflect running costs following RICS guidelines which then inflation proofs the Council and then rents will be